



FY 2018 Second Quarter Earnings Supplemental Information

Forward-Looking Statements

Certain statements in this presentation and other oral and written statements made by Vista Outdoor from time to time are forward-looking statements, including those that discuss, among other things: Vista Outdoor's plans, objectives, expectations, intentions, strategies, goals, outlook or other non-historical matters; projections with respect to future revenues, income, earnings per share or other financial measures for Vista Outdoor; and the assumptions that underlie these matters. The words 'believe', 'expect', 'anticipate', 'intend', 'aim', 'should' and similar expressions are intended to identify such forward-looking statements. To the extent that any such information is forward-looking, it is intended to fit within the safe harbor for forward-looking information provided by the Private Securities Litigation Reform Act of 1995.

Numerous risks, uncertainties and other factors could cause Vista Outdoor's actual results to differ materially from expectations described in such forward-looking statements, including the following: general economic and business conditions in the U.S. and Vista Outdoor's other markets, including conditions affecting employment levels, consumer confidence and spending, the conditions in the retail environment, and other economic conditions affecting demand for our products and the financial health of our customers; Vista Outdoor's ability to attract and retain key personnel and maintain and grow its relationships with customers, suppliers and other business partners, including Vista Outdoor's ability to obtain acceptable third party licenses; Vista Outdoor's ability to adapt its products to changes in technology, the marketplace and customer preferences, including our ability to respond to shifting preferences of the end consumer from brick and mortar retail to online retail; Vista Outdoor's ability to maintain and enhance brand recognition and reputation; reductions, unexpected changes in or our inability to accurately forecast demand for ammunition, firearms or accessories or other outdoor sports and recreation products; risks associated with Vista Outdoor's sales to significant customers, including unexpected cancellations, delays and other changes to purchase orders; supplier capacity constraints, production disruptions or quality or price issues affecting Vista Outdoor's operating costs; Vista Outdoor's competitive environment; risks associated with compliance and diversification into international and commercial markets; the supply, availability and costs of raw materials and components; increases in commodity, energy and production costs; changes in laws, rules and regulations relating to Vista Outdoor's business, such as federal and state firearms and ammunition regulations; Vista Outdoor's ability to execute its long-term growth strategy, including our ability to complete and realize expected benefits from acquisitions and integrate acquired businesses; Vista Outdoor's ability to take advantage of growth opportunities in international and commercial markets; foreign currency exchange rates and fluctuations in those rates; the outcome of contingencies, including with respect to litigation and other proceedings relating to intellectual property, product liability, warranty liability, personal injury and environmental remediation; risks associated with cybersecurity and other industrial and physical security threats; capital market volatility and the availability of financing; changes to accounting standards or policies; and changes in tax rules or pronouncements.

Vista Outdoor undertakes no obligation to update any forward-looking statements. For further information on factors that could impact Vista Outdoor, and statements contained herein, please refer to Vista Outdoor's filings with the Securities and Exchange Commission, including the company's annual report on Form 10-K and any subsequent quarterly reports on Form 10-Q and current reports on Form 8-K filed with the U.S. Securities and Exchange Commission.

Second Quarter Highlights

□ Second Quarter

- Sales of \$587 million
- Fully-diluted earnings per share of \$(2.01)
- Adjusted fully-diluted* earnings per share of \$0.34
- FCF* of \$77 million

□ Updates FY18 Guidance

- Sales of \$2.24- \$2.26 billion
- Interest expense of ~\$50 million
- Adjusted tax rate of ~25%
- Adjusted earnings per share* of \$0.50 - \$0.60
- Capital expenditures of ~\$65 million
- Free Cash Flow* of \$155 – 175 million

* Non-GAAP financial measure. See reconciliation table for details.

Outdoor Products

	Second Quarter		
(\$ millions)	FY18	FY17	YoY Change
Sales	\$292	\$321	(9.1)%
Gross Profit	\$76	\$84	(9.7)%

Second Quarter Highlights

- Sales decrease caused by:
 - Lower organic sales partially offset by sales from Camp Chef acquisition
 - Organic sales down 12.7% driven by lower sales across most product lanes
- Gross profit decrease caused by:
 - Lower organic sales as noted above partially offset by impact of Camp Chef acquisition
 - Organic profit down 13.8% due to lower sales across most product lanes



Shooting Sports

	Second Quarter		
(\$ millions)	FY18	FY17	YoY Change
Sales	\$296	\$364	(18.7)%
Gross Profit	\$63	\$102	(37.7)%

Second Quarter Highlights

- Sales decrease caused by:
 - Lower demand across most product lanes, mainly centerfire ammunition and firearms
- Gross profit decrease caused by:
 - Lower sales volume
 - Increased promotional activity and unfavorable product mix



FEDERAL
PREMIUM
AMMUNITION



□ Second quarter versus prior-year quarter

- Operating expenses were \$266 million. Adjusted operating expenses* were \$105 million compared to \$109 million, decrease driven by cost-cutting initiatives focused on selling, general and administrative expenses, partially offset by operating expenses generated from Camp Chef.
- Tax rate was 17.9 percent. Adjusted tax rate* was 8.7 percent, compared to 33.1 percent, primarily driven by the true-up of prior-year tax returns resulting in larger than expected carry forwards to our tax return, and favorable stock-based compensation.
- Interest expense was approximately \$13 million compared to \$10 million in the prior year, due to a higher borrowing rate in current period, partially offset by a lower average debt balance.

* Non-GAAP financial measure. See reconciliation table for details.

FY 2018 Outlook

	Current FY 2018 Guidance	Prior FY 2018 Guidance
Sales	\$2.24 – \$2.26 billion	\$2.36 – \$2.42 billion
Interest expense*	~\$50 million	~\$50 million
Tax Rate	~25%	~37%
Adjusted Earnings per Share**	\$0.50 – \$0.60	\$1.10 – \$1.30
Capital Expenditures	~\$65 million	~\$70 million
Free Cash Flow***	\$155 - \$175 million	\$175 - \$200 million

* Includes amortization of financing costs

** Excludes impact of goodwill and intangible impairment, CEO transition costs, contingent consideration revaluation and acquisition transition/transaction expense. See reconciliation table for details

*** Non-GAAP financial measure. See reconciliation table for details

Appendix

- Reconciliation to GAAP Measures

Non-GAAP Financial Measures

Gross Profit, Operating Profit, and Earnings Per Share

The adjusted gross profit, operating expenses, operating profit (adjusted EBIT), adjusted tax rate, and adjusted earnings per share (adjusted EPS) presented below are non-GAAP financial measures. Vista Outdoor defines these measures as gross profit, operating profit (EBIT), tax rate, and EPS excluding, where applicable, the impact of costs incurred for current and possible transactions, contingent consideration, CEO transition costs, goodwill and intangible asset impairment, pension curtailment, acquisition claim settlement gain, transition costs, and acquisition inventory step-up. Vista Outdoor management is presenting these measures so a reader may compare gross profit, EBIT, tax rate, and EPS excluding these items, as the measures provide investors with an important perspective on the operating results of the company. Vista Outdoor management uses this measurement internally to assess business performance, and Vista Outdoor's definition may differ from those used by other companies.

Quarter ended October 1, 2017:							
	Gross Profit	Operating Expenses	Operating Profit	Income Tax	Income Tax Rate	Net Income	EPS
As reported	\$ 138,977	\$ 266,153	\$ (127,176)	\$ (25,040)	17.9%	\$ (114,705)	\$ (2.01)
Contingent consideration	—	211	(211)	314		(525)	(0.01)
Transaction costs	—	(316)	316	118		198	—
CEO transition costs	—	(8,693)	8,693	3,076		5,617	0.10
Goodwill and intangibles impairment	—	(152,320)	152,320	23,393		128,927	2.26
As adjusted	\$ 138,977	\$ 105,035	\$ 33,942	\$ 1,861	8.7%	\$ 19,512	\$ 0.34
Quarter ended October 2, 2016:							
	Gross Profit	Operating Expenses	Operating Profit	Income Tax	Income Tax Rate	Net Income	EPS
As reported	\$ 185,409	\$ 80,846	\$ 104,563	\$ 21,196	22.4%	\$ 73,224	\$ 1.22
Acquisition claim settlement gain, net	—	30,027	(30,027)	143		(30,170)	(0.50)
Transaction and transition costs	—	(2,067)	2,067	779		1,288	0.02
As adjusted	\$ 185,409	\$ 108,806	\$ 76,603	\$ 22,118	33.3%	\$ 44,342	\$ 0.74

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures

Free Cash Flow

Free cash flow is defined as cash provided by (used for) operating activities less capital expenditures and excluding transaction, transition, and acquisition claim settlement costs net of taxes incurred to date. Vista Outdoor management believes free cash flow provides investors with an important perspective on the cash available for debt repayment, share repurchases and acquisitions after making the capital investments required to support ongoing business operations. Vista Outdoor management uses free cash flow internally to assess both business performance and overall liquidity.

	Six months ended October 1, 2017	Six months ended October 2, 2016	Projected year ending March 31, 2018
Cash provided by operating activities	\$ 109,164	\$ 10,183	\$220,809–\$240,809
Capital expenditures	(31,189)	(31,117)	~(65,000)
Acquisition claim settlement gain, net	—	(30,027)	—
CEO transition costs paid to date, net of tax	(1,061)	—	(1,061)
Transaction costs paid to date, net of tax	252	3,123	252
Free cash flow	\$ 77,166	\$ (47,838)	\$155,000–\$175,000

See press release for additional descriptions of adjustments shown above.

Non-GAAP Financial Measures

Adjusted Earnings Per Share – Guidance Reconciliation Table

The projected adjusted earnings per share (EPS), excluding the impact of costs incurred to date for current and possible transactions, changes in value of future payments of pension curtailment, contingent consideration, transactions, goodwill and intangible asset impairment, and transition costs is a non-GAAP financial measure that Vista Outdoor defines as EPS excluding the impact of these items. Vista Outdoor management is presenting this measure so a reader may compare EPS, excluding these items, as this measure provides investors with an important perspective on the operating results of the company. Vista Outdoor management uses this measurement internally to assess business performance, and Vista Outdoor's definition may differ from those used by other companies.

Current FY18 Full-Year Adjusted EPS Guidance		
	Low	High
EPS guidance including pension curtailment, contingent consideration revaluation, and transaction costs incurred to date	\$ (1.80)	\$ (1.70)
Pension curtailment	(0.06)	(0.06)
Goodwill and intangibles impairment	2.26	2.26
CEO transition costs	0.10	0.10
Adjusted EPS guidance	\$ 0.50	\$ 0.60

See press release for additional descriptions of adjustments shown above.